

# RI Networks Extends its Network Edge by Deploying Datacipher's Competent

## Summary



**Company:** RI Networks

**Industry:** Internet Service Provider

### Challenges:

Deliver High quality internet services (Internet access, VoIP & subscriber wholesaling & VOD) to customer, including protection from growing security threats and distributed denial-of-service attacks.

### Network solution:

- MX480, MX 104 3D Universal
- SRX 650 Services Gateway
- EX4200, EX3200, and EX2200 Ethernet Switches

### Results:

- Deliver on Customer Promise for high quality, secure and reliable Communications.
- Protect servers, hosting, and other Services from Security threats.
- Scale bandwidth, subscribers, and services to meet demands.

## Client synopsis

In the fiercely competitive service provider market, RI Networks, Internet Service Provider stands out by putting the customer first and delivering high-quality, secured and reliable communications services. The privately held company has seen steady growth in business. They offer FTTH (fiber to the home) technology on GPON (Gigabit passive optical network) to form a perfect convergence networking solution of data, video and voice. Engaged in building the next-generation wireless broadband services, the company aspires to develop a comprehensive capability services framework to deliver service plans with speed ranging from 12mbps to 100mbps going forward.

## Situation

RI Networks has seen great success with its internet service solutions. Customers like the cost savings of IP voice, and RI Networks promises to deliver sound quality that is the same or better than with legacy PBXs. But to deliver on that brand promise, RI Networks must ensure that its network is high performance, highly reliable and, of course, secure. RI Networks with its next-generation ISP network core and high-speed edge wanted to expand high-speed edge services in the Delhi and NCR region. For this new subscriber base, they required high performance reliable routing along with the capability to synchronize the services before its actual launch within a certain timeline. The target was to cover around 10000 users spread across domestic units and small enterprises in that

region. For this purpose, RI Networks procured a huge quantity of routing equipment from Juniper Networks to provide error free, high-quality services to the Noida subscribers. Having the routing solution wasn't enough for RI Networks, the installation procedure was equally vital and necessitated.

### Solution design

RI Networks ultimately chose Juniper Networks infrastructure through Datacipher as the vendor presented a future-proof, best-in-class networking solution for them, as well as offering value and the single unified OS, Juniper Networks® Junos® operating system. "The Juniper technology enabled us to build a network that would scale with us as we grew, and would give us a solid, secure, and reliable network platform right from the start," RI Networks uses the Juniper Networks MX 104 Universal Edge Router in its data centre site, acting as border gateways and providing connection to its tier-1 Internet partners, also with direct and public peers, and providing services to its Internet access only customers. The MX104 is a compact and full-featured routing platform that supports high-density connectivity and dedicated processing for compute-intensive network services. After extensive discussions and meetings on a range of project related issues, Datacipher finally took on the job to offer services, which included network designing, implementation, providing support to technical and non-

technical related issues.

### Product Implementation

The Datacipher team took charge of the entire project management & was able to complete the same successfully. The project titled as 'Broadband Remote Access Server Management' had a delivery deadline of approx 2 weeks. Their streamlined approach is as below:

- They verified all the devices prior to implementation
- The team installed all Juniper network devices in Datacenter as per High Level Design.
- Team configured & tested all broadband remote access server features
- post installation verified all outputs, subscriber access reachability & connectivity to Internet.
- Datacipher provided complete end to end documentation as per design & also they supported new requirements & network

### Business Result

The Datacipher resource successfully completed the task within the stipulated time frame. RI Network's business plan called for a fast start-up and ramp towards profitability, predicated on being able to sign up customers using the newly connected GPON infrastructure, and bring them online quickly. The quality of the network infrastructure was a critical factor in achieving this aim. RI Network has been aggressively pursuing its growth plan with thousands of customers signed up within the first quarter of 2016, and is

"Datacipher was very responsive to our requirements ."

"We have a partner and a technology supplier who can react quickly, and access what we need in an innovative way, not just settling for the de facto solution. Datacipher introduced us to Juniper's security solutions then to its network systems.

They are responsible for the complete solution not just a single switch but the interdependencies between systems, and making sure everything works together"

- Deepak Singal, IT Manager, RI Networks

comfortably on track to hit its year-end target of 25,000 to 30,000 subscribers. Thanks to the streamlined operations model supported by the Juniper Networks solution, RI Network has been able to keep network overhead low, with a handful of technical staff overseeing all aspects of its 24x7 network operations. The complete project implementation support was handled by Suresh Reddy & Praveen Kumar.

## About Datacipher

Datacipher is offering network design and strategy, Implementation, System integration services, security practices and specialized in providing Professional Services Consulting and Certified Training. Datacipher has extended Training & Services Delivery to multiple regions in APAC i.e., India, Australia & New Zealand, Singapore and Philippines.

Datacipher is recognized with Award by Juniper Networks for World Wide Highest Customer Satisfaction in 2015, also in APAC by Juniper for three years in a row 2015, 2014 and 2013 as a JNAEP Partner of the Year. Datacipher's Instructors are awarded as Best Trainers by Juniper Networks for 2007-2015 almost every year. Quality is our obligation and we ensure 100% delivery commitment. We consider our success is our Technical Capability. We have highly experienced Engineers with a passion to deliver Services and trainings and access to latest cutting edge technologies. We focus on building the best Testing labs with all latest devices and access methods to ensure certainty in delivery. These are some of the key points that helped us to stay focused in our pursuit of achieving quality and Excellence.

## For more information

Please visit [www.datacipher.com](http://www.datacipher.com) to find out more about Datacipher products, solutions and services.

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### Hyderabad

DATA CIPHER SOLUTIONS PVT LTD.  
4th Floor, Survey No 90/1, Plot No 13,  
Green Lands Colony,  
Beside Flyover, Gachibowli,  
Hyderabad INDIA  
Telephone: +91 40 65554714

### Australia

DATA CIPHER PTY LTD.  
Suite No 9.13, AquaVista Tower,  
401, Docklands Dr, Docklands,  
Melbourne, VIC-3008  
Australia  
Telephone: +61 (03) 96232246

### Singapore

DATA CIPHER PTE LTD.  
#33-03 Hong Leong Building  
16 Raffles Quay  
Singapore  
Telephone: +65-9141 1141

### Philippines

DATA CIPHER INC.  
18th Floor, Philamlife  
Tower 8767, Paseo de  
Roxas, Makati City 1226,  
Philippines  
Telephone: +632 830 8446